

(2) · Version 2

Project Growth
5/25/95

		Q1	Q2	Q3	Q4	Total
Projects Completed						
Medium		10	20	40	80	150
Small		0	20	50	100	170
Add-on		10	20	40	40	110
Installed base- medium		10	30	70	150	
Installed base- small		0	20	70	170	
medium in ops	70% installed base	7	21	49	105	
number vars	20% small projects	0	4	10	20	
Revenue:						
Medium		1,159,091	2,318,182	4,636,364	9,272,727	17,386,364
Small		-	211,174	527,936	1,055,871	1,794,981
Add-on						
	Pct in ops	151,667	303,333	606,667	606,667	1,668,333
Maintenance & Operations	60% \$ 4,000	84,000	252,000	588,000	1,260,000	2,184,000
Total revenue		1,394,758	3,084,689	6,358,966	12,195,265	23,033,678

		5/25/95			
Staffing at Start of Quarter		Q1	Q2	Q3	Q4
Project Teams:	chargeable				
Production Manager	70%	3.1	7.2	15.0	28.1
Analyst	70%	5.8	13.9	29.0	52.3
Human Interface Designer	70%	5.0	10.0	19.9	39.8
Engineer	70%	12.9	25.8	51.6	97.5
Total		26.7	56.9	115.5	217.7
Operations :					
Director		1	1	1	1
System Administrators		4	5	7	7
Administrative support	10% sys ad	0	1	1	1
Maintenance and tools support					
Director		1	1	1	1
Engineers	10% installed base	1	2	5	11
Administrative support	30% engineers	0.2	0.6	1.5	3.2
Production Services Management					
Vice President		1	1	1	1
Directors	20% proj mgrs	1	1	3	6
Administrative support	40% p/s mgmt	1	1	2	3
Sales and marketing					
VP		1	1	1	1
Sales Managers	20% var+sales reps	0.6	0.6	1.2	2.4
Customer representatives	10% med projects	2	2	4	8
Service Administrators	10% in ops	0.7	2.1	4.9	10.5
Var channel representatives	20% vars	1	1	2	4
Product marketing		2	2	2	2
Administrative support	30% sales heads	2	3	5	8
Total staff excluding G&A		45.8	81.5	156.8	286.5
G&A					
COO		1	1	1	1
Controller		1	1	1	1
Accounting Staff	7% total staff	3	6	11	20
Recruiter		1	2	2	2
Administrative support		3	3	4	5
Total staff		55.0	94.2	175.8	315.6

5/25/95

	salary	Q1	Q2	Q3	Q4	Total
Production Manager	\$ 75,000	57,630	135,552	281,250	526,786	1,001,218
Analyst	\$ 60,000	86,364	208,442	434,740	783,766	1,513,312
Human Interface Designer	\$ 45,000	56,006	112,013	224,026	448,052	840,097
Engineer	\$ 60,000	193,506	387,013	774,026	1,462,338	2,816,883
		393,506	843,019	1,714,042	3,220,942	6,171,510
Operations :						-
Director	\$ 80,000	20,000	20,000	20,000	20,000	80,000
System Administrators	\$ 60,000	60,000	75,000	105,000	105,000	345,000
Administrative support	\$ 30,000	3,000	3,750	5,250	5,250	17,250
Maintenance and tools support		-	-	-	-	-
Director	\$ 80,000	20,000	20,000	20,000	20,000	80,000
Engineers	\$ 65,000	11,375	34,125	79,625	170,625	295,750
Administrative support	\$ 30,000	1,575	4,725	11,025	23,625	40,950
Production Services Management		-	-	-	-	-
Vice President	\$ 120,000	30,000	30,000	30,000	30,000	120,000
Directors	\$ 85,000	13,063	30,725	63,750	119,405	226,943
Administrative support	\$ 30,000	7,500	7,338	12,000	19,857	46,695
		166,513	225,663	346,650	513,762	1,252,587
Sales and marketing						-
VP	\$ 120,000	30,000	30,000	30,000	30,000	120,000
Sales Managers	\$ 75,000	10,500	10,500	22,500	45,000	88,500
Customer representatives	\$ 60,000	30,000	30,000	60,000	120,000	240,000
Service Administrators	\$ 55,000	9,625	28,875	67,375	144,375	250,250
Var channel representatives	\$ 60,000	12,000	12,000	30,000	60,000	114,000
Product marketing	\$ 75,000	37,500	37,500	37,500	37,500	150,000
Administrative support	\$ 30,000	15,885	19,035	33,975	62,775	131,670
	\$	145,510	\$ 167,910	\$ 281,350	\$ 499,650	\$ 1,094,420
G&A						-
COO	\$ 120,000	30,000	30,000	30,000	30,000	120,000
Controller	\$ 70,000	17,500	17,500	17,500	17,500	70,000
Accounting Staff	\$ 40,000	32,069	57,075	109,758	200,584	399,486
Recruiter	\$ 65,000	16,250	32,500	32,500	32,500	113,750
Administrative support	\$ 30,000	22,500	22,500	30,000	37,500	112,500
	\$	118,319	\$ 159,575	\$ 219,758	\$ 318,084	\$ 815,736
Total staff		823,848	1,396,167	2,561,801	4,552,438	9,334,254

Production Services Staffing Model Page 1							
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Project Mix & Number of Projects							
	Medium	Small	Add-on				
Duration (months)	3	2	1				
Project Mix							
Simultaneous projects	20	66.7	6.7				
Projects per year	80	400	80				
Revenue/project	\$ 115,909	\$ 10,559	\$ 15,167				
Revenue per year	\$ 9,272,727	\$ 4,223,485	\$ 1,213,333	\$ 14,709,545			
Ave revenue/Hour	\$ 134	\$ 165	\$ 123				
	Pct of Time						
Production Manager	18%	6%	10%				
Analyst	30%	13%	30%				
Human Interface Designer	35%	0%	0%				
Engineer	80%	0%	30%				
	164%	18%	70%	excludes project definition			
Person months/project	22 includes project definition			Medium			
Production Manager	0.5	0.1	0.1	0.5			
Analyst	0.9	0.3	0.3	0.8			
Human Interface Designer	1.0	0.0	0.0	1.0			
Engineer	2.4	0.0	0.3	2.4			
	0.0		0.0				
	4.9	0.4	0.7	4.7	0.0		
Person hours based on 8 hour day	864.0	64.0	123.2	824.0	0.0		
Staffing Needs (includes project definition)	Medium	Small	Add-on	Total	Chargeable	Adjusted	
Production Manager	3.6	3.8	0.7	8.1	70%	11.6	
Analyst	6.1	8.3	2.0	16.4	70%	23.4	
Human Interface Designer	7.0	0.0	0.0	7.0	70%	10.0	
Engineer	16.1	0.0	2.0	18.1	70%	25.8	
	32.7	12.1	4.7	49.5		70.7	

Production Services Staffing Model page 2						
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Labor markup		5.0	5.0	4.0		
Revenue/project based on labor markup		Medium	Small	Add-on		
Production Manager	\$ 80,000	\$ 15,152	\$ 3,788	\$ 2,667		
Analyst	\$ 65,000	\$ 20,928	\$ 6,771	\$ 6,500		
Interface Designer	\$ 45,000	\$ 19,602	\$ -	\$ -		
Engineer	\$ 60,000	\$ 60,227	\$ -	\$ 6,000		
		\$ -	\$ -	\$ -		
		\$ 115,909	\$ 10,559	\$ 15,167		
Revenue/Year		\$ 9,272,727	\$ 4,223,485	\$ 1,213,333	\$ 14,709,545	

P&L Forecast-- Production Services Only Includes no Product Sales or Development

5/25/95

Q1 Q2 Q3 Q4 Total

Revenue:

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Small	-	211,174	527,936	1,055,871	1,794,981
Add-on	151,667	303,333	606,667	606,667	1,668,333
Maintenance & Operations	84,000	252,000	588,000	1,260,000	2,184,000
Total revenue	1,394,758	3,084,689	6,358,966	12,195,265	23,033,678

Salaries		823,848	1,396,167	2,561,801	4,552,438	9,334,254	41%
Fringe benefits	18.0%	148,293	251,310	461,124	819,439	1,680,166	7%
Commissions	5.0%	69,738	154,234	317,948	609,763	1,151,684	5.0%
Recruiting	5,000	140,098	336,214	743,868	1,443,037	2,663,218	12%
Facility		76,647	122,647	209,416	358,234	766,945	3%
Other	35%	288,347	488,658	896,630	1,593,353	3,266,989	14%
		1,546,970	2,749,231	5,190,788	9,376,265	18,863,254	82%

Pretax profit (loss)		(152,213)	335,458	1,168,178	2,819,000	4,170,424	18%
					23%		

Headcount production sei	27	55	94	176	316
Development(facility)	6	11	15	15	15
Product Sales	2	4	4	4	4
Other	2	2	2	2	2
total headcount	37	72	115	197	337

Square feet 15,484 24,777 42,306 72,371

Ft/person \$/mo/ft - full srv

215 \$ 1.65

Accounts Receivable	45	697,379	1,542,345	3,179,483	6,097,633	6,097,633
Desktop computers	5,000	140,098	196,116	407,654	699,169	1,448,037
Servers & other		100,000		200,000		300,000
Furniture	800	22,416	31,379	65,225	111,867	231,686
						8,077,356